

Samuel L. Dattilo

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Permanent Address:
932 S. Cloverdale Ave.
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EDUCATION

Indiana University, Kelley School of Business — *Bloomington, IN*

May 2021

Bachelor of Science in Business

GPA: 3.31/4.00

Major: Economics

Minor: Physics

PROFESSIONAL EXPERIENCE

Performance Services — *Indianapolis, IN*

May 2019 – August 2019

(Design Build Construction) Solar Sales and Engineer Assistant

- Designed creative variations of solar arrays alongside the company's lead solar engineer with their financial reports to present to customers
- Discovered the true cost of over twenty arrays by facilitating accurate calculations in Excel, incorporating their annual rate of return, installation cost and average maintenance requirements.
- Accompanied the sales team to four different sales meetings in which we presented the benefits, financials and logistics associated with their potential solar array

Educational Marketing — *Indianapolis, IN*

April 2020 – July 2020

(Designs and Manufactures Products for School Fundraising) Sales and Project Assistant

- Conducted regular sales calls to new and existing restaurant chains to build an appealing product for programs to sell
- Spearheaded an innovative COVID-friendly online sales system to temporarily replace face-to-face interactions and mitigate potential loss in sales revenue
- Fostered new processes to grow customer base proactively by leveraging previously neglected marketing channels and added \$23,000 in revenue

Ruth's Chris Steak House — *Indianapolis, IN*

May 2017 – Jul 2018

Server

- Hired initially as a Servers Assistant then promoted to Server to one of the top grossing and largest Ruth's Chris in the world
- Utilized weekly meetings with general manager to further enhance my skillset while also gaining valuable insight regarding the management of a fast-paced business

Caveman Firewood — *Indianapolis, IN*

November 2020 – Current

Co-founder and Chief Executive Officer

- Started a side business that specialized in acquiring and delivering firewood at a low and affordable price during the holidays
- Acquired a box truck off craigslist and helped develop a website that was easy to navigate and slightly comical
- Completed forty-seven deliveries within a two-month span while hiring two part-time employees

LEADERSHIP & CAMPUS INVOLVEMENT

Camp Kesem — *Bloomington, IN*

September 2018 – May 2020

Camp Counselor

- Selected among 200 IU students to volunteer as a camp counselor in the largest national organization dedicated to supporting children whose parents have been impacted by cancer
- Mentored and supervised 15 campers for a week while striving to provide a memorable and comforting camp experience

Ideation & Creation Entrepreneurs Organization — *Bloomington, IN*

September 2017 – May 2021

Club Member

- Selected as a member of a student-led organization that promotes cultivating the mind of young, aspiring entrepreneurs
- Attended weekly club meetings enhancing our understanding of the process of starting a business from scratch

Phi Gamma Delta (FIJI) — *Bloomington, IN*

November 2017 – May 2021

Sustainability Chair and Active Member

- Elected unanimously (120+ members) to represent our chapter for the IU Energy Challenge by promoting sustainable adjustments
- Awarded \$200 for achieving academic excellence during my first semester
- Participated in over 50 hours of community service and philanthropy including Hoosiers Outrun Cancer and Tailgate for a Cause

Educational Trip to China — *China*

June 2016 – July 2016

Open-minded Guest

- Traveled to 7 cities in China to broaden my cultural lens alongside a local family from Shanghai
 - Retained crucial information relating to foreign economic trends and problematic environmental issues
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